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10-23-2003

# John Hickenlooper Headlines RVC Fall Finance Expo

Rockies Venture Club

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RVC

**Subj: John Hickenlooper Headlines RVC Fall Finance Expo**  
**Date: 10/20/03 2:37:47 PM Mountain Daylight Time**  
**From: [info@rockiesventureclub.org](mailto:info@rockiesventureclub.org)**  
**To: [dnprs@aol.com](mailto:dnprs@aol.com)**  
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RVC NewsBytes  
October 20, 2003

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RVC NewsBytes

What's In This Issue  
   - 10th Annual Fall Finance Expo Details  
   - Membership Drive 2003

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10 TH ANNUAL FALL FINANCE EXPO  
 Mayor John Hickenlooper to Receive Prestigious Duane Pearsall Entrepreneurial Award

Tuesday, November 11, 2003, Noon - 8 PM  
 Denver Marriott City Center, 1701 California Street

EVENT SPONSORS:  
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Denver Mayor John Hickenlooper will be honored with the coveted Duane Pearsall Entrepreneurial Award as part of the dinner program at the 10th Annual Fall

**Tuesday, October 21, 2003    America Online: DnPrs**

Finance Expo sponsored by the Rockies Venture Club. The award, only given three times in twelve years, honors those who have made notable contributions to entrepreneurial business in our region. Mayor Hickenlooper will be recognized for his own contributions as well as the leadership he has shown in revitalizing our local economy.

Dinner program: The Big Picture

Our dinner program will feature a dynamic panel, which will tackle the topic: Energizing Our Economy: The Big Picture.

Presenters

John Hickenlooper, Mayor of Denver

Jim Conboy, chairman of the Colorado Venture Capital Association

Art Zeile, CEO of Inflow

Moderator:

Jack Tankersley, co-founder of Meritage Private Equity Funds

Workshops: Practical Knowledge

The Fall Expo also features powerful workshops that will energize your business. Experts in finance, strategy and marketing will offer up insight to move your business forward.

Resource Expo: Fuel and Grow Your Business

The featured Expo brings together financing sources, entrepreneurial companies and essential services - and it only happens once a year! Don't miss this powerhouse group of exhibitors.

The Expo will be held November 11, at the Denver Marriott City Center, with registration for the workshops beginning at 12 PM. A Schedule of Events is listed below. Full details, registrations for exhibits and for the Fall Finance EXPO are available online at [www.rockiesventureclub.org](http://www.rockiesventureclub.org).

SCHEDULE

12:00 - 12:30 REGISTRATION

12:30 - 1:30 CONCURRENT SEMINARS

Finance Track -- Creative Alternative Financing Techniques /Guerilla Financing

Presenters

Jim Arkebauer, President, Venture Associates

Greg Glissmann, Vice President, Wells Fargo Business Credit

Art Harrison, President, Arthur Harrison & Co.

Sales and Marketing Track -- Do You Have a Competitive Advantage

Speaker: Stephanie Smeltzer, Vice President, Meritage Private Equity Funds

1:45 - 2:45 CONCURRENT SEMINARS

Finance Track -- Exploring Partnering via Strategic Relationships

Moderator

Theresa Mehringer, Burns Figa & Will, P.C.

Panelists

David Fletcher, President, Tuscany Design Automation, Inc.

Shannon Hogan, COO, Road 9, Inc.

Sales and Marketing Track -- Creating Sustainable Value Through Effective Positioning

Moderator

Karla W. Trippe, Managing Partner, Trippe-Marino, Inc

Panelists

Deborah Beckman, President Spirit West Marketing

Bob Wolper, President, The Wolper Group

David Walton, Vice President, Fountainhead Communications



3:00 - 4:00 CONCURRENT SEMINARS

Finance Track (VC Panel) -- Growth Strategies: Portfolio Case Study from Inside Mobius

## Speaker

Seth Levine, Associate Partner, Mobius Venture Capital, Mobius Venture Capital Portfolio Company

Sales and Marketing Track -- Identifying and Building Effective Channels

## Speaker

Kerry Brock, Vice President of Marketing, Exabyte Corporation

3:00 - 5:00 EXHIBITS (Open to the Public)

5:00 - 6:00 EXHIBITS (Open to meeting attendees)  
Cash Bar, Dinner Registration, Networking

6:00 DINNER / DUANE PEARSALL ENTREPRENEURIAL AWARD / KEYNOTE PANEL  
Energizing our Economy

Following dinner, the RVC will proudly present the Duane Pearsall Entrepreneurial Award to Denver Mayor John Hickenlooper, who will then join a powerful panel discussion of what the Mayor's office, the VC community and entrepreneurs can, and will, do to turn around our business economy.

## Panelists

John Hickenlooper, Mayor of Denver

Jim Conboy, Partner, Wolf Ventures; Chairman, Colorado Venture Capital Association

Art Zeile, Co-Founder & CEO, Inflow

## Moderator

Jack Tankersley, Co-Founder, Managing Director, Meritage Private Equity Funds

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## 2003 MEMBERSHIP DRIVE

The Rockies Venture Club is a non-profit, volunteer organization that celebrates the spirit of entrepreneurship in the Rocky Mountain region. Founded in 1984, RVC is the premier networking organization that connects entrepreneurs, service professionals, investors, venture capitalists and other funding sources. RVC: Get connected.

We invite you to join the RVC, because being successful starts with being connected. And, everything we do is designed to connect you with the people and resources that can make your business a success. Through us, entrepreneurs can find funding and professional services to support growth; investors can discover high return opportunities; and service providers can scout for prospective clients. All of which makes the Rockies Venture Club the place to get connected.

RVC's monthly forums and other activities are specifically structured to give you numerous opportunities to network and gain exposure for your company. These opportunities range from informal presentations at your dinner table to formal 5 and 12-minute PowerPoint pitches, to sponsorship of premium entrepreneurial events for the Rocky Mountain business community.

RVC is now offering an individual annual membership for only \$100 (a 20% savings. This is also valid for renewing members. In addition, if you refer a new member to the club, you will receive a \$25 credit toward your membership/renewal up to \$125 - so your individual membership could be free.

To join the RVC now, or get more information, click the following link:  
[www.rockiesventureclub.org/join/benefits.php](http://www.rockiesventureclub.org/join/benefits.php)

RVC: Exposure, Networking, Knowledge.

When you join the RVC, you will belong to the region's premier entrepreneurial network.

Tangible benefits include:

- Substantial savings at all RVC events
- An opportunity to become an Event Table Sponsor
- An attendee list for every monthly forum
- A Membership Directory
- Member Listing on the RVC web site
- Admission to exclusive "members-only" events
- An informative monthly newsletter
- The opportunity to serve on a committee
- Email reminders of upcoming events

Intangible benefits include:

- Exposure to the people you want - and need - to meet
- Access to a network of peers, potential clients/customers, and business resources
- The information and education you require to grow your company
- Belonging to an 18-year-old association that understands your needs and has programs and services that will exceed your expectations

For more information, visit us online at [www.rockiesventureclub.org](http://www.rockiesventureclub.org), email [info@rockiesventureclub.org](mailto:info@rockiesventureclub.org) or call 303.831.4174.

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Subj: **RE: Fall Finance Expo**  
Date: 10/6/03 10:10:04 AM Mountain Daylight Time  
From: [maita@amanagementgroup.com](mailto:maita@amanagementgroup.com)  
To: [DnPrs@aol.com](mailto:DnPrs@aol.com)  
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Duane

How nice to hear from you! And I thank you for the kind words. We're delighted the mayor has accepted both the award and the opportunity to speak.

I'm so pleased that you and Marge will be joining us. It's been a while since I've seen you, and I'm truly looking forward to it.

Best wishes for a wonderful fall season in the mountains!

Maita  
303-831-4174

-----Original Message-----

**From:** DnPrs@aol.com [<mailto:DnPrs@aol.com>]  
**Sent:** Sunday, October 05, 2003 3:47 PM  
**To:** [maita@amanagementgroup.com](mailto:maita@amanagementgroup.com)  
**Subject:** Fall Finance Expo

Dear Maita: Your letter and invitation of October 3rd made my day. Thankyou. I think Mayor John Hickenlooper is an excellent choice and Marge and I look forward to being present. Our FAX number is 970-513-6667. Our home phone is 970-468-5087. Our office is 4 blocks away at 970-262-6898.

Mailing address P.O. Box 1588 Dillon, CO 80435.

Office address, 325 Lake Dillon Drive, Unit #306 Dillon, CO 80435

I look forward to this event. Your efforts are a real contribution to the future economy of Denver and the Mayor will recognize and appreciate what you have done, and are doing without any prompting. We look forward to being with you.  
with warm appreciation.